

Message Text

UNCLASSIFIED

PAGE 01 BONN 13994 261721Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----073761 270159Z /61

R 261544Z AUG 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 0948
USMISSION USBERLIN
AMCONSUL FRANKFURT
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BONN 13994

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - JOHN PILLING SHOE COMPANY,
PAWTUCKET, RI

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

SPORTHAUS FRITZ A. BRASSARD
POTSDAMER STR. 102
D-1000 BERLIN 30
CONTACT: MR. W. HAVEMANN, OWNER
PHONE: 030 - 261 23 24
COMMENT: COMPANY EXPRESSED POTENTIAL INTEREST; IT IS
A MEDIUM-SIZED WEST BERLIN DISTRIBUTOR OF SPORTS
FOOTWEAR IN BERLIN MARKET. FIRM WAS ESTABLISHED IN
1949, EMPLOYS 9. FIRM DESIRES DIRECT CONTACT WITH
US FIRM. BANK REF: BANK FUER GEMEINWIRTSCHAFT,
AM SCHILLERTHEATER 2, D-1000 BERLIN 12.

RONDIAL HANDELSGESELLSCHAFT MBH
LEONRODSTRASSE 12
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D-8000 MUENCHEN 19
CONTACT: HERR J. CHAIMOVITZ, MANAGER
PHONE: 089-169400
TELEX:05-215987
COMMENT: HERR CHAIMOVITZ WOULD LIKE TO GET MORE
DETAILS ON THIS OFFER. HE PLANS TO VISIT THE UNITED
STATES NEXT MONTH AND WILL GET IN CONTACT WITH THE

AMERICAN FIRM. GERMAN FIRM IS INTERESTED IN EXPANDING ITS SALES PROGRAM BY ADDING U.S. PRODUCTS. FIRM WAS FOUNDED IN 1974, EMPLOYS 10 AND HAS AVERAGE ANNUAL SALES VOLUME OF DM 5 MILLION. IT HAS GOOD CONNECTIONS TO MAIL ORDER HOUSES AND DEPARTMENT STORES.

GEOS, BERNING AND CO.

POSTFACH 1169

D-7450 HECHINGEN

(STREET ADDRESS: WALKENMUEHLEWEG 30)

CONTACT: MR. MAUTHE, BUSINESS MANAGER

PHONE: (7471) 3021

COMMENT: COMPANY ACTS AS WHOLESALER WITH SHOPPING FACILITIES THROUGHOUT GERMANY. WOULD APPRECIATE TO RECEIVE SAMPLES. COMPANY WAS ESTABLISHED IN 1971. EMPLOYS 25 IN HECHINGEN. ANNUAL SALES DM 6 MILLION. RECOMMENDED AS TRADE CONTACT.

COMMENT FROM ANOTHER COMPANY: FIRM FINDS THAT SHOES OFFERED ARE OF SAME QUALITY AND MODEL AS SIMILAR SHOES AVAILABLE FROM SOUTH KOREA WHICH ARE MUCH MORE LESS EXPENSIVE. IS PILLING AWARE OF THIS FACT?

AMCONSUL FRANKFURT COMMENT:

ACCORDING TO RELIABLE LOCAL IMPORTERS AND DISTRIBUTORS OF FOOTWEAR, A PROFITABLE LONG-RANGE BUSINESS CONNECTION UNCLASSIFIED

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WITH U.S. SHOE MANUFACTURERS IS LIMITED BY FOLLOWING FACTS: (1) DIFFERENCES IN DIMENSIONS OF LASTS, AS COMPARED TO CONTINENTAL EUROPEAN MEASUREMENTS, WITH IMPACT ON FOOTWEAR COMFORT OF ANY TYPE OF SHOE; (2) PRICING; (3) QUANTITY REBATE AND DISCOUNTS; (4) STRONG COMPETITIVE POSITION OF WESTERN EUROPEAN SUPPLIERS, MAINLY FROM ITALY, SPAIN, AND AUSTRIA. PRIOR TO MARKETING SHOES OF ANY TYPE, THE LOCAL GERMAN IMPORTER REQUIRES A SMALL NUMBER OF FREE SAMPLES FOR TESTING, PREFERABLY OF THE MOST OFTEN USED SIZES 7-7.1/2. PRICE QUOTATIONS SHOULD BE MADE CIF ROTTERDAM FOR BULK SHIPMENTS. - SHOULD THE U.S. MANUFACTURER BE WILLING TO ACCEPT THIS CHALLENGE, DETAILED OFFER PLUS FREE SAMPLES SHOULD BE SENT TO THE FOLLOWING COMPANY. BIWEX IMPORT-EXPORT GMBH KOENIGSLACHER STR. D-6000 FRANKFURT/MAIN CONTACT: HERR FEIERABEND PHONE: 0611-673549

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770820/aaaaaqqe.tel
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Page Count: 3
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1477868
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - JOHN PILLING SHOE COMPANY, PAWTUCKET, RI THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/3c7ee852-c288-dd11-92da-001cc4696bcc
Review Markings:
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Declassified/Released
US Department of State
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22 May 2009
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